

# ALPINE RACER

**A RECORD**  
Alpine Racer has eclipsed  
the Highest Income Ever  
Recorded from a Single  
Player Amusement Game  
in New Zealand



Brings the Mountain to You

# ATTACK from MARS™

An Unstoppable Earnings Invasion!

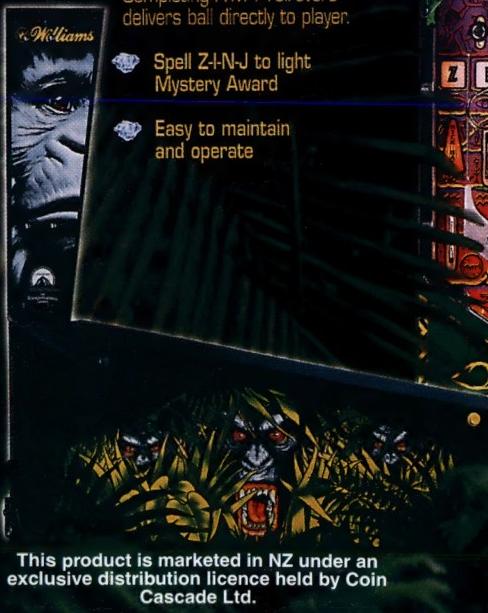


# Uncover Valuable Collections Deep Within Congo

It's time to journey into **Congo**, an adrenalin pumping, action-packed pinball **adventure**, based on the hit movie and best-selling novel by the author of *Jurassic Park!* Explorers of all levels can navigate through Congo, with its accessible shots, obtainable **awards** and easily understood rules. Only the bravest survive the quest to collect the coveted **diamonds**, by eluding poisonous snakes, escaping a threatening **volcano** and defeating a rare species of killer **gorillas** who guard the lost city of Zinj. Congo is a non-sequential **safari** — players can follow the map, weaving through Congo or hand-pick their favorite adventures.

## Discover These Features:

- ◆ Congo Multi-Level Multi-Ball  
Collect diamonds for 5-ball multi-ball.  
(4 balls on upper/1 on lower playfield)
- ◆ Bi-Directional Ball Popper  
Ejects ball onto playfield in one of two directions.
- ◆ Spell A-M-Y for ball delivery  
Completing A-M-Y roll-overs delivers ball directly to player.
- ◆ Spell Z-I-N-J to light Mystery Award
- ◆ Easy to maintain and operate



This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

New Features - Link Doctor Bar Scoring Dashboard



Volcano erupts for an explosive 3-ball multi-ball.

Lower Playfield  
After completing G-R-A-Y play begins. Complete C-O-N-G-O to earn diamonds.

SPECIFICATIONS:  
Height ... 76" ... 193 cm  
Height (with backbox folded) ... 56" ... 142 cm  
Width ... 29" ... 74 cm  
Depth ... 55" ... 140 cm  
Weight (uncrated) ... 270 lbs. (122 kg)  
Weight (crated) ... 118 kg

# OPERATION MAKES A KILLING AT CASINO.



## Everyone's Dying To Know WHO dunnit.

A mysterious murder. One victim. Four suspects. Twenty possible scenarios. Who has the motive? Who has the skill?

**Who Profits Most?**  
**You will when you know WHO dunnit.**

The newest Bally pinball appeals to a broad range of players, combining the thrill of gambling with an intriguing murder mystery.

*It's no mystery – WHO dunnit is destined to be a pinball success story.*

Designed in response to input from players and operators, WHO dunnit combines DCS Sound System™ speech, sound effects and classic and original mystery music with nostalgic-style back-glass and cabinet graphics. Discover WHO dunnit and you'll make a killing at the casino.



## ELEVATOR MADNESS IN TONY'S PALACE.

More exciting action takes place on the elevator. Players of all skill levels can easily access the elevator by hitting the center shot into Tony's Palace. Each of the three ramps leads to a different elevator function—one opens the door, the other two make the elevator go up or down. As players reach each floor they can find various clues or rewards that help to reveal the identity of the murderer. The pinnacle of Elevator Madness is the roof-top battle with the killer.

### Witnesses Describe Spectacular Second Chance.

According to Nick Spade, matching any pair on the slot machine starts Second Chance. This is a unique opportunity for players to turn two-of-a-kind into three-of-a-kind and win points, find clues and pick up equipment.

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

Height: ..... 76" (193 cm)  
Height w/ backbox folded: ..... 56" (142 cm)  
Width: ..... 29" (74 cm)  
Depth: ..... 55" (140 cm)  
Weight: ..... 250 lbs. (113 kg) uncrated  
270 lbs. (122 kg) crated

**Bally**  
Midway Manufacturing Company

A subsidiary of  
WME  
Industries Inc.



# EXPERT OR NOVICE?

That's the question all operators want to know. Novice sleuths will find the wider ramps user-friendly, and the slot machine rewarding and easy to play. In addition, operators have the option of activating a guaranteed two-minute play feature for beginners.

Experienced players and mystery lovers alike will find WHO dunnit, with its intricate shots and hidden clues, a challenge to solve and impossible to walk away from.



Tekken  
Vapour Trail  
X-Men (B)

**DEDICATED FOR SALE**

Cyber Sled 26" twin sit down  
Exhaust Note 26" twin sit down  
Final Lap 3 26" single sit down  
Grand Prix Star 26" twin sit down  
Dedicated 25" Lethal Enforcer cabinet  
Revolution X 25" dedicated cabinet  
Virtua Cop P - Type 40"  
Virtua Racer 26" twin sit down  
Winning Run deluxe mover  
World Rally 25"

**REDEMPTION FOR SALE**

Dump the Ump  
Flintstone Kiddie Rides  
Little Hoop Shot  
Razzle Dazzle

**PINBALLS FOR SALE**

Creature/Lagoon  
Dr Who  
Fish Tales  
Twilight Zone

**PHONE BEVAN 09 525 0200**

**PINBALLS FOR SALE**

Addams Family  
Creature/Lagoon  
Dr Who  
Fish Tales  
Getaway  
Terminator  
Twilight Zone  
White Water

**PHONE RICHARD OR DAVE 09 302 2764**

**PCB FOR SALE**

Killer Instinct  
Mortal Kombat 1  
Savage Reign  
Street Fighter Hyper

**PHONE LEON 09 297 7667**

**FOR SALE**

3/4 Quantum Pool Table with Electronic Coin Mech,  
Slat Top and Blue Cloth. As new condition. Sell for  
\$4,000 or trade.

**PHONE GRAHAM 09 846 6446**

**FOR SALE**

Black Rose  
Creature/Lagoon  
Demolition Man  
Dirty Harry  
Dr Who  
Dracula  
Fishtales  
Flintstones  
Getaway  
Indiana Jones  
Jokez  
Judge Dredd

\$1,600	Partyzone	\$2,000
\$350	3p Off Road	\$2,000
\$1,200	After Burner 2 upright	\$1,500
	Line of Fire	\$2,700
\$9,000	Operation Thunderbolt	\$1,000
\$9,990	Rad Rally Twin	\$8,500
\$3,850	SCI Dedicated upright	\$2,200
\$8,950	Quantum Pool Tables	\$2,500
\$4,400	Arabian Magic	\$300
\$5,990	Armoured Warriors (top board)	\$400
\$22,500	Buggy Challenge	\$200
\$14,500	Champ Wrestler	\$100
\$5,900	Cobra Command	\$100
\$3,250	Columns	\$150
	Darkstalkers (top board)	\$500
\$5,000	Dynamite Dux	\$100
\$5,800	Eco Fighters (top board)	\$300
\$5,000	Fighters History	\$300
\$5,800	Final Fight	\$200
	Flying Shark	\$150
\$2,950	Gemini Wing	\$100
\$3,500	Growl	\$100
\$2,750	In The Hunt	\$200
\$3,750	Karate Blazers	\$300
	Macross	\$350
\$3,000	Marching Maze	\$100
\$3,000	Moon Walker 3p	\$100
\$3,000	Mortal Kombat	\$700
\$3,000	NBA Jam	\$1,600
\$3,000	Ninja Clowns	\$300
\$3,000	Panic bomber	\$200
\$3,000	Professional Baseball Stars	\$200
\$3,000	Pulstar	\$400
\$3,000	Riding Hero	\$100
\$3,000	Samurai Shodown 2	\$450
\$3,000	Samurai Shodwn	\$200
\$3,000	Super Sidekicks	\$200
\$3,000	Super Spy	\$75
\$3,000	Thrash Rally	\$100
\$3,000	Top Hunter	\$250
\$3,000	World Heroes	\$100
\$3,000	World Heroes 2	\$200
\$3,000	World Heroes Perfect	\$500
\$3,000	Zed Blade	\$400

**PHONE KEN OR MIKE 04 389 3919**

**FOR SALE**

\$2,300	T-Mek (4 months old)	\$16,000
\$2,700	Mortal Kombat Ultimate (4 months old)	\$5,500

**PHONE KYLE OR JON 06 867 0776**

**FOR SALE**

\$5,000	Hologram Time Traveller	\$3,200
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**PHONE ALAN 07 576 7858**

**FOR SALE**

\$8,500	CD Jukebox includes 100 CDs	\$5,500
\$3,300	AVE Coin Mechs	\$50
\$2,900	Final Lap 2 twin	\$7,990
\$2,500	Chase HQ (dedicated)	\$2,995
\$5,000	10x20" Cabinets in excellent condition - make an offer	

**PHONE 09 838 8917**

# Game On

**S**imulation has emerged in the last decade to become an important part of any self respecting entertainment setting. Showscan, Iwerks Entertainment, Doron Precision Systems, Thomson Training, Flight Avionics, Relectone and Imax Corp., are just some of the companies which have contributed to the success of this market. Joining them are new companies, fresh to the industry, creating a challenging and competitive landscape. In 1996 this has resulted in something of a buyer's market with operators increasingly being offered the opportunity to mix and match components and systems.

A case in hand, which will have all eyes focused on it this year, is the giant screen market. With the expiry of Imax Corporation's patent of the wide screen format, the market is now wide open. Showscan has already announced its new product line called ShowMax which will compete directly with Imax's product. The large film format was previously only leased by Imax; it won't be long before companies such as Iwerks and Showscan could be selling this format to operators.

On the general market there has recently been a turnaround in how the industry operates. Up until a few years ago, technology led the way, with innovations coming high on a company's sales schedule. More recently we have seen that the marketplace determines the future: the industry is, more than ever, responding directly to what its customers and operators want.

Simulation's audience has now largely come of age. Most are conversant with the audio visual world. The teenage market, in particular, has high expectations and a constant craving for something new.

There are several ways that simulation has already faced this demand. Custom rides with recognisable themes have met with huge success. If the audience can identify a theme from a hit movie, they are already half way sold on the ride. Popular examples include Back to the Future - The Ride and Aliens: Ride at the Speed of Fright. This year will see another exciting departure when Iwerks Entertainment teams up with Paramount Parks to assemble Star Trek: The Experience, as the Las Vegas Hilton.

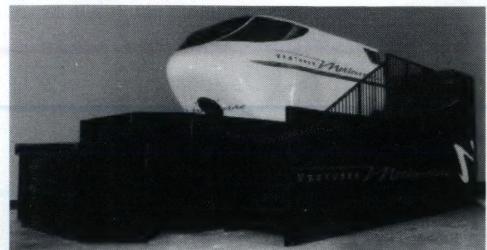
Another trend that is flagged for the next decade is more interactivity in rides. Bill Murray of Doron Precision Systems commented: "Our customers seem to be looking more towards interactivity in simulation, a demand that the

industry will have to meet." Most companies already claim success in this area but the reality is that few of the pioneers have yet come close to producing a genuinely interactive simulation experience. Location based entertainment and FECs continue to grow in importance. Late last year Iwerks Entertainment entered a joint venture with Bass Leisure of the UK to install Iwerks TurboRide simulation theatres in Bass' entertainment complexes. Likewise Chameleon has made a deal with Intency LBE centres in Australia to supply its interactive simulation system.

Those FECs backed by large entertainment companies can afford top of the range systems without serious cash flow conflict. But smaller FEC operations are also an important part of the market and the issues of size, profitability and throughput are vital when offering simulation systems to them. Companies such as Showscan have responded to this by offering its High Definition Simulation Theatre to FECs. Each theatre requires only a 12ft ceiling - ideal for shopping mall locations.

Updated programmes are also an important factor in all settings. Independent film makers are now entering the market with confidence, producing top quality ride films a factor which manufacturers are coming to terms with positively. One example is Flight Avionics which has enjoyed "a record year" in the words of John Barman, selling to expanding markets in China, Korea, Japan the US and, of course, Europe. The trend for companies to adapt simulation for education settings and promotional purposes continues with companies like UK based Intersim recently completing production of a 16-set six-axis mobile simulator for Marlboro.

Although 1996 could be tough on the simulation companies, there is no doubt that they will continue to create high quality entertainment with a futuristic feel.



**GET IT ON!**

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**SEGA**

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# CLASSIFIEDS

## DEDICATED & SIMULATOR FOR SALE

Crusin USA Delux (full motion) exc con	\$36,000
Drug Wars 50" & consol (laser disc very reliable)	\$11,000
feature game great graphics	
Indy 500 39" exc. con. twin driver	\$35,000
Killer Instinct 26" complete	\$5,700
Laser Kits (Mad Dog 2, etc...)	\$2,500
Lethal Enforcers (2 player gun game in red 26" cabinet & NRI Mech) ex. con.	\$3,800
Lord of Gun (25" comp. game elec mech)	\$2,500
MK3 Ultimate complete 26"	\$5,050
NBA Jam TE (grey 26" elec mech & decals)	\$3,800
Revolution X (3 guns full decals etc)	\$7,000
2x Suzuka 8 Hours 2 twin exc condition	\$18,000
2x Underfire (2 player shaking guns)	\$4,800
Virtua Cop 1 40" NRI Mech exc condition	\$17,000
Virtua Racer twin elect mechs exc cond	\$14,000
Wack-a-Gator (with ticket disp.)	\$12,000
Vidikron Wall Projector 33" to 120"	\$7,000

## PCBS FOR SALE

1x Armoured Warriors PCB comp	\$1,300
2x Killer Instinct 1 PCB	\$3,800
1x Knights of the Round	\$700
4x Mortal Kombat 1	\$1,000
1x Mortal Kombat 3 Ultimate	\$3,400
2x NBA Jam Tournament	\$2,200
4x Street Fighter Champion Edition	\$350
5x Street Fighter Hyper Fight	\$350
5x Street Fighter Super Turbo	\$1,500
3x Street Fighter Two	\$200
1x Street Fighter The Movie	\$1,300
1x Tekken 1 (loom & mylar)	\$1,650
1x Vendetta	\$400

## CABINETS FOR SALE

Red Uprights 26" video game cabinets electronic mechs excellent condition	\$2,000
Red Lowboys 26" video game cabinets NRI mechs excellent condition	\$1,800

## PINBALLS FOR SALE

Addams Family (fully recond.)	\$5,000
Indiana Jones	\$4,000
The Flintstones	\$5,000
The Shadow	\$5,800
World Cup	\$5,000

## PARTS & PANELS FOR SALE

5x 26" Simpo Wooden 4 player panels	
1x 26" Simpo Simpsons 4 player panels	
30x 26" Simpo 1 & 2p black panels complete	
5x 26" Simpo 2 player red panels complete	
2x 26" Simpo metal cashbox & surr. comp.	
10x 26" Simpo metal cashbox & lids	
2x 26" Simpo metal NBA 4 player panels	
3x 25" Upright MK3 red panels	
3x 25" Upright 3 joystick panels	
4x 25" Lowboy 3 joystick panels	
25x 20" Chaston black panels	
8x Lethal Enforcers original guns	

10x Joysticks with button on top  
4x Steering wheels suitable for Daytona  
5x AO black perspex poster lightboxes  
5x A1 black perspex poster lightboxes  
1x Virtua Racer new steering assen complete  
All open to reasonable offers

**PHONE MAARTEN & ALEX 09 524-5773**

## PCBS FOR SALE

Street Fighter 2	\$150
Crudebuster	\$150
Blademaster	\$150
Twin Eagle	\$150
P-47	\$130
Devistators	\$80
Slapfight	\$80
Robocop	\$70

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## GOODWILL WISHING WELLS FOR SALE

Unique part-time easy cashflow business. Operate unattended coin collecting wishing wells at sites where kiddy rides are normally located. Less than 30 minutes time required each month per well. No stock, no power, no fuss. Proven average T/O of \$1200+ p.a. per well with better than 50% nett profit. For sale 36 wells being 16 sited wells in Auckland, plus 20 extra units plus transfer of NZ design rights. New owner will then have control to site and operate NZ wide, or manufacture extra units for resale at \$1500 each.

**PHONE GRAHAM BARRETT 09 846-8446**

## PINBALLS FOR SALE

Addams Family	\$3,400
Creatures/Lagoon	\$2,000
Dr Who	\$2,000
Star Trek:TNG	\$3,800
Twilight Zone	\$2,500
White Water	\$2,500
Pole Position cock-pit	\$450
20" cab Chaston or Taito complete	\$350
Numerous Logic Boards from	\$50

**PHONE ARTHUR 04 528-8891**

## PCB FOR SALE

Armoured Warriors (B)	\$650
Dark Stalkers (B)	\$650
Karate Tournament	\$420
Lethal Enforcer Kit	\$1,975
Lord of the Gun	\$1,000
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
NBA Jam TE	\$1,750
Shinobi	\$175
Sky Kid	\$100
Solamin Key	\$100
Spinal Breakers	\$75
Street Fighter 2 CE	\$450
Street Fighter Turbo (B)	\$590



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©1994 Hanna-Barbera Productions, Inc. All Rights Reserved. Flintstones®, Dino®, The Flintmobile®, Loggin' Continental®

It's Back To

# Make A Killing

KI2 has turned up the intensity, evolving into the most dangerous fighting game ever. Packed with deadly new characters, advanced color graphics and millions of new combos, KI2 will propel cashbox earnings to new heights.



## Killer Game Depth

Enhanced game intelligence multiplies time required to learn combo moves and creates challenging one-player game play. Now KI2 characters can interact with backgrounds and objects, creating unrivaled levels of game play.



## Killer New Features

KI2 takes fighting to brutal new levels. Characters are armed with a variety of powerful new finishing moves and projectiles. And a new Power Up Bar rewards aggressive players with vicious special moves.



Get KI2 and you'll see that it has the greatest depth of any fighting game ever produced!



**KILLER INSTINCT™**

**MIDWAY**

Nintendo

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DCE  
R

## INTERNATIONAL JOURNALISTS' GERMAN TOUR



The group of international amusement trade journalists who recently visited Germany to meet the main German manufacturers and spotlight the IMA Show. Auckland customers will spot TOL Managing Director Darrell Skiffington in this shot.

### SEGA WRITES OFF 26BN YEN

The coin-op sector of Sega's European business is no way affected by the Japanese giant's decision to cut back on its European involvement, in the process writing off 26bn Yen (\$NZ353 million).

Richard Dunn, general manager of Sega Amusements Europe, told us that the much-publicised reductions are all in the consumer products area and coin-op has performed well.

Sega had closed its European sales subsidiary for the consumer products and replaced it with a smaller operation. The move follows a period in which sales of consumer products declined from their 1992 peak with the launch of the 32-bit systems. At the same time Sega faced stiff competition in the 32-bit systems sector from Sony's rival Playstation.

Sega has absorbed the losses in a write-off for the year which ended in March, 1996 to cover the cost of closing Sega Europe's London offices and its sales operations in Austria, Belgium and Holland.

### CHAPTER ELEVEN

The largest spare parts supplier in the US, Wico, has filed for Chapter Eleven bankruptcy.

The event, on March 6, took the US market by surprise, we understand that there were two main reasons for the difficulties of the company.

Firstly, it had invested heavily in the consumer games business which was not a successful venture and secondly it had taken a large stake in a small airline, Conquest, which had similarly failed.

Wico is a 50 year veteran of the US coin machine market and its problems immediately elevated its nearest rival, Happ Controls, from a close second place to virtual dominance of the American spare parts business.

Frank Happ of Happ Controls promptly took on 10 sales staff from Wico, including some 20 year veterans of the business.

# GAME PREVIEWS

### BATTLE GAREGGA

Battle Garegga has been launched as a PCB by the Able Corp of Japan. The game sees players choose between four different craft for aerial combat against aliens. Three buttons are used in the game and there is a choice of weapons.

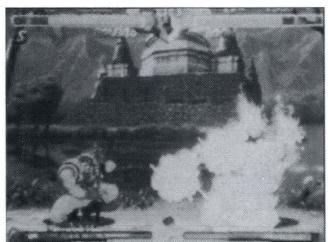


### STREET FIGHTER ZERO 2

Street Fighter Zero 2 is another game in the long running series from Capcom, and it made second place in the rankings voted by operators at the recent AOU Show in Japan.

The game now has 13 super heroes to choose between, five of whom are entirely new.

Graphics have been renovated and the player can choose to create his own combination of moves after level one by hitting all three buttons at the same time.



### ATTACK FROM MARS



Attack from Mars is a new pinball game from Midway in which the player has to fight off Martians and destroy a flying saucer. The game captures the fun and adventure of alien attack movies from the American pop culture of the 1950s with music, customised speech and animation to fit. For the first time, a strobe light has been fitted to a pinball game.

### VR2000 COMBAT FIGHTER SIMULATOR



VR2000 Combat Fighter Simulator is the only flight simulator with a full-motion system that allows it to do a 360 degree pitch or roll. Up to ten cockpits can be networked together to allow interactive dogfighting, including verbal communication. Geographically separated entertainment centres can be networked together to enable real-time competition as well.

# GAME PREVIEWS

## SAFE CRACKER

The token pinball game has arrived in the form of a joint Midway/Bally product, Safe Cracker. "Token Pin" games, as they are being called, are similar to European fun games. There is a pinball playfield where the game begins and by hitting the right shots, players can access an electronic board game within the backbox. If they get through the board game, they win a magic token, which rolls down the top of the playfield glass.

The token may be re-used for more games. There is also a chance of hitting the jackpot feature for more tokens.



## ALPINE SURFER

**A** Alpine Surfer is a natural progression to the successful Alpine Racer skiing game. Namco has taken a snowboard for this game with many of the same attributes as the skiing game. There are sound effects, scores and timing from the read-out on the screen.



## NETWORKED VIRTUAL REALITY SYSTEM

### Interactive, Upgradable entertainment

**C**yber Unit XLR82 networked virtual reality system is the "first fully upgradeable software and hardware entertainment unit," according to the manufacturer. Dual pod system allows two users to interact in the same virtual world, using a powerful Pentium computer that can be upgraded to keep even with new technology. The Windows 95 based virtual reality operating system also makes software upgrades much easier, keeping the experience fresh for customers. Company also offers an instantaneous phone link with the addition of a modem system, allowing remote trouble-shooting to correct problems if and when they occur.



# GAME ROOM BASICS

In this time of increased competition, rising prices for equipment, and challenges to the traditional ways to run a business, the basics of managing a game room or the games area of a park or family entertainment centre remain the same. An ever-changing mix of perfectly working equipment and great prizes, with staff that is both willing and interested in helping customers, is the formula for success.

Customer service and cleanliness, both functioning at a high level of quality through constant training, are the first keys to operating a successful facility. And both can be improved almost immediately. The elements of equipment rotation, selection and purchasing, equipment servicing and preventative maintenance, as well as prize selection and redemption operations will be addressed in future columns.

### CUSTOMER SERVICE

Customer service tasks include greetings and courtesies, making change, receiving and handling tickets at the redemption centre, handling refunds and complaints, answering questions and giving directions, and expressing gratitude to guests. To accomplish these and other tasks that come up in the daily operation of a game room, constant training is necessary.

Either through a formal or informal training program, each task must be broken down into its component parts, and each staff member given an opportunity to learn and master the parts. The parts then are combined and the task is practised as a whole. Role-playing is helpful in this stage of training. Encourage role-playing in the slow periods during the week to sharpen skills.

Greeting guests with a simple "hello" goes a long way in creating the kind of friendly environment that is needed in operating a facility. In the same way, a "thank you" tells guests that their business has been appreciated. Common courtesy is not so common as it should be, and that kind of behaviour gets noticed.

In all customer service issues, the concern for the safety of the guests must be paramount. Any potential safety issues must be handled immediately, and proper notification made to senior management or ownership as soon as possible.

Making change, ticket handling, and other routine tasks around the game room should be performed according to established policies. These policies help create a consistency of service which is

important so that as many guests as possible are treated fairly. In the operation of a game room or any other business, exceptions are always made to these policies, according to the severity or fault of any guest complaint.

After the immediate concern of safety, courtesy toward the guests is the next priority. In many situations in the game room, the guest has a complaint that must be addressed. Lost coins, lost tickets, tickets that were not dispensed, or damaged prizes (real or imagined) - these issues should be handled with courtesy.

The guest must be satisfied. That is the best policy. It takes a lot of fortitude to follow this course. Many guests are wrong or misguided in their complaints - regardless, guests must be satisfied for them to recommend or return to an establishment. (Don't worry: it is estimated that only 2 percent of guests are really trying to rip off an establishment).

Try to satisfy the guests as soon as possible. The demands that the staff can make decisions on their own, or that a thorough and complete policy is in effect, and that all members of the staff are familiar with it. Remember to reward the staff when problems are solved in the correct manner. This will encourage other staff members to follow the example and repeat the behaviour.

### CLEANLINESS

All areas of a game room must be kept clean at all times. The facility's quality is judged in the first few seconds after the guest has arrived. Clean parking lots, floors, machine tops and fronts, as well as bathrooms, counter tops, prize shelves, and offices, make great impressions on guests.

These areas easily can be kept clean if a supply of cleaning materials is kept on hand, and if all staff members look upon this as a shared job responsibility. If senior management sets the example



by cleaning along with the staff members, junior staff members will join in quicker and will be more prone to accomplish these tasks on their own. Constant inspection will assure a high level of cleanliness in a facility. Showing the staff what is required will allow them to inspect their own work, and will help maintain this level of quality.

Start with an evaluation of the facility; does the staff accomplish these goals? If not, try implementing these suggestions. These proven success strategies will work in a game room or game area, and will result in improved guest relations and repeat business.

# WMS RESULTS

WMS Industries Inc., the American company which includes in its sphere the Williams, Bally and Midway product lines, showed excellent results in its second quarter report to December 31, 1995, which have just been released.

Revenues increased to \$NZ192m while net income was \$NZ13m.

This included net income of \$NZ7.5m from licensing home video games.

The board reports that the improvements were primarily due to

significantly higher home video game sales.

Amusement game segment income increased, however, despite higher expenses for the continuing cost of expanding the video games business and expanding into casino gaming products.

Amusement game revenues were \$NZ166m and the operating profit increased to \$NZ20m.

Its Mortal Kombat 3 was the best selling home video game during the 1995 Christmas holiday selling season.

# LAI STILL GROWING IN ASIA

Australian distribution and operating company Leisure and Allied Industries of Perth, continues to grow its family entertainment centre business throughout Asia. It now has 14 locations in Indonesia and is about to open its first in Singapore. This will be position in the Pasir-Ris Mall in the suburb of the same name and will cover 2,400 sq.m. The location will contain a number of park attractions including a F1 driving simulator, regular games, soft play and bumper cars. Said LAI Managing Director

Malcolm Steinberg: "We are now looking at a number of other countries, most immediately Malaysia and India. In the latter country it is a long-term proposition, with perhaps a 10 year plan to develop the market. It is a country in which most of the population is struggling to feed itself but it does have a growing middle class and we think that it can be developed fairly successfully." He said that the company was close to signing up a joint venture in India.

# TOUCHMASTER

Williams Electronics has introduced TouchMaster, a multi-game unit using touchscreen video technology. A whole library of games will be available with the



bartop style cabinets, including card games, word games, a shell game, a licensed game from Ripley's Believe It or Not and a basketball game.

# THE INSIDE TRACK

SNK hits the Internet with the Neo Geo Web Page - <http://www.neogeo-usa.com/>

Do you want to be up to date on the latest titles and programs at SNK Corporation of America Inc? Check out the Neo Geo Web Page for the latest information. It's a great way to get the latest Neo Geo product information, catch a few game tips, view screen shots of upcoming titles, review the whole Neo Geo

game library with excellent game descriptions and screen shots. We have worked very hard at SNK Corporation of America Inc. to bring you an extensive Web Page with up to date information and excellent screen graphics for those of you that can't wait to see a new title. It is also an excellent way to E-mail SNK personnel. So, the next time you are on the "NET", check it out!

# GAME PREVIEWS

## GAEKO

Spanish video games manufacturer Gaelco has made the bold step of challenging the supremacy of companies such as Sega and Namco in the polygon graphic-based driving game arena.

The company displayed its brand new dedicated driving game, Speed Up, in a prototype format at the Spring Enada in Rimini, Italy in March.

Gaelco has become only the third company to dabble with polygon graphics after the big two Japanese manufacturers and many were a little sceptical as to its chances. However Speed Up looks very polished and it is expected to do well. The game will be available in three versions; a deluxe sit down cabinet with 50" projector screen manufactured by Italian cabinet maker Rimini Games and single and twin models, both using 28" monitors.

Such is the confidence in the game that Gaelco has, for the first time, booked its own stand at the AMOA Show in Dallas, US in September this year to display it.

Whether or not it will be launched at JAMMA depends on whether or not the game is completed on schedule.



## WAR GODS



Midway has produced a new 3D video game in War Gods, the first fighting game with full 3D movement and Digital Skin Technology. All character actions, including running, dodging and launching weapons, happen in 3D, while the Digital Skin Technology provides ultra-realistic fighting action.

## DUNGEONS & DRAGONS 2



Dungeons & Dragons 2, Shadow over Mystara - The Sequel, is the name of Capcom's new PCB. The game is a medieval role-playing fantasy for up to four players using any of the 12 characters in 18 new levels of play. The player has to travel along various paths defeating monsters on the way.

Early testing of this game in top USA locations have shown income levels of \$US750 (\$NZ1120) a week.

# WORLD JOURNAL

## FEBRUARY 29 - MARCH 3

TAE '96, Taiwan Amusement Expo, Central Exhibition Hall, Taipei, Taiwan. Contact Alic Anug, Phone 886-2-746-6860, ext 29.

## MARCH 7-9

ACME '96, American Coin Machine Exposition. For more info, contact show management: W.T. Glasgo Inc. Ph 708-333-9292, Fax 708-333-4086.

## MARCH 18-20

Indonesian Theme Parks & Leisure Development Conference '96, Hilton International Jakarta. Contact Riza Andre, AIC Conf. Ph 62-21-521-3423, Fax 62-21-521-3423.

## MAY 2-3

Riverboat Gaming Congress & Expo, New Orleans Convention Centre, New Orleans. Contact Alan Liebensohn, Ph 212-594-4120, Fax 212-714-0514.

## MAY 8-9

3rd Asian Amusement Expo (sponsored by AAMA and IAAPA), Hong Kong Conv. & Exhib. Centre. Contact W.T. Glasgow Inc., Ph 708-333-9292, Fax 708-333-4086.

## MAY 24-JUNE 1

16th Valley National Eight-Ball League Association International Championships, Riviera Hotel & Casino, Las Vegas, Nevada. Contact Gregg Elliot, Ph 800-544-1346 or 517-893-1800, Fax 517-893-0103.

## JUNE 4-6

African Amusement & Attractions Exposition, Gallagher Estate, Midrand. Contact AIC Conferences Ltd., Johannesburg, Sth Africa, Ph 27-11-463-2802, Fax 27-11-463-6000.

## JUNE 6-8

4th Expo Diversiones, Guadalajara, Jalisco, Mexico. Ph 52-3-614-3015, Fax 52-3-615-1483.

## JUNE 21-23

Illinois Coin Machine Operators Association Annual Meeting, Oakbrook Hills Resort, Contact ICMOA, Ph 708-369-2406, Fax 708-369-2488

## JUNE 29-JULY 1

GTI Expo '96, Taipei World Trade Centre, Contact Leslie Allen, Haw Tian Co Ltd., Ph 886-2-760-7407, Fax 886-2-762-3873.

## JULY 18-20

13th Billiard Congress of America International Trade Expo, Minneapolis Conv. Centre, Contact Frank Zdy, Ph 619-278-3877, Fax 619-268-9372.

## JULY 26-27

Pennsylvania Amusement & Music Machine Association Convention & Trade Show, Seven Springs Mountain Resort. Contact PAMMA, Ph 800-521-7778 or 717-232-5322.

## AUGUST 15-17

Ohio Coin Machine Association Convention & Trade Show, Ramada University, Columbus, Ohio. Contact OCMA, Ph 614-888-9772, Fax 614-888-9767.

## SEPTEMBER 26-28

Amusement & Music Operators Association Expo, Dallas Convention Centre, Dallas, Texas. Contact AMOA, Ph 312-245-1021, Fax 312-321-6869.

## SEPTEMBER 30-OCTOBER 3

World Gaming Congress & Expo, Las Vegas Convention Centre, Las Vegas, Nevada. Contact Alan Leibensohn, Ph 212-594-4120, Fax 212-714-0514.

## OCTOBER 8-11

Fun Expo, Sands Expo & Convention Centre, Las Vegas. Contact Bailey Beeken, Ph 914-993-9200, Fax 914-993-9210.

## OCTOBER 31-NOVEMBER 2

National Automatic Merchandising Association National Convention & Trade Show, America's Centre, St Louis. Contact NAMA, Ph 312-346-0370, Fax 312-704-4140.

## NOVEMBER 19-23

78th International Association of Amusement Parks & Attractions Convention & Trade Show, New Orleans. Contact IAAPA, Ph 703-836-4800, Fax 703-836-4801.

# SUPERLEAGUE POOL SHOP



feels that this is the potential Pool Shop. Superleague France supplies all the necessary help, advice, assistance and back-up at national level to turn that room into a profit-making shop.

"Just like the McDonald's restaurant chain, the franchise is the owner, he owns the stock and he does the business, but we market the shops by national and local advertising. We ensure that everything is to a pattern, with the same decor, the same stock, a uniformity which will indicate a certain standard which can be depended upon."

Everything is supplied up to local, regional and national merchandising and promotions. Pool Shop notepaper and business cards, roadside advertising signs, publicity and advice come from a centralised source.

The target is the players who currently use 35,000 pool tables, of which about 18,000 or 19,000 are the UK game the remainder of the American type. Of the British game, Superleague tables control about 40 per cent of the market. The operators, around 2,000 in number, are nearly all in small, family owned businesses and trade in purely local areas.

But promotions are strong, and the last competition run by Superleague France on a national basis attracted over 100,000 players, through the French players' organisation AFEBAS.

"The franchising of Pool Shops could really only happen in France," said Mr McKenna. "In other markets, such as the UK, there are too many direct sales outlets already."

At the same time, Superleague France has started a service name Billiard Assistance, which is designed to offer a service to snooker and pool operators, including the recovering and refurbishing of tables right up to the design and decor of the locations.



# TIPS FOR SUCCESS

The following item was reprinted with permission from Communication Briefings.

## HOW TO DEAL WITH CONFLICTS

How do you deal with conflicts on the job? Most people either avoid them or make others do their bidding.

Neither option works. Avoiding conflicts can make them worse and can give us guilty feelings for having missed a chance to respond constructively. Forcing an outcome might damage a relationship and cause us to feel bad for having used our power in this way.

Some suggestions:

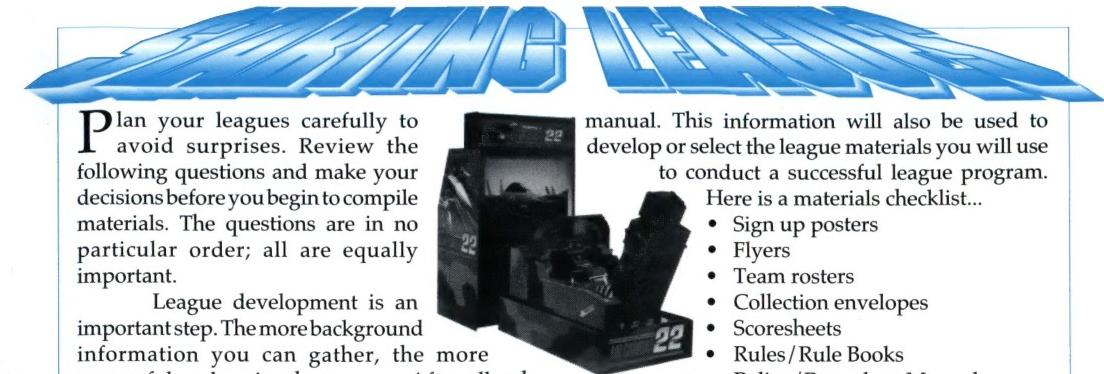
- Find out your preferred method of dealing with conflicts. Do you compromise, punish, accommodate, fight, etc?
- Determine the outcomes your style produces - both long and short term - on you, the others, your organisation, etc.

## SEGA ENTERPRISES

Sega Enterprises is to unveil its new interactive simulator Aquanova at its next amusement theme park Fukuoka Joypolis, set to open 20 April. The new eight-player simulation ride lasts some four minutes and players watch 3D images through special polarizing glasses. The screen story progresses in a variety of ways depending on the players' actions.



**Toronto (March 29, 1996) The Ocean Rangers, heroes of the SimEx 70mm film, Sea Trek, pose for the camera. SimEx will be opening its popular simulator attraction, Sea Trek - The Ride in Feira Popular in Lisbon June 1, 1996**



Plan your leagues carefully to avoid surprises. Review the following questions and make your decisions before you begin to compile materials. The questions are in no particular order; all are equally important.

League development is an important step. The more background information you can gather, the more successful and easier the process. After all, why reinvent the wheel? Leagues are fun. The more you understand the games and league rules, the smoother things will run. Here it goes ....

- Which day of the week will my league play?
- What time of day will league play begin?
- What is the start date?
- How will teams sign up?
- Which of my locations will be involved? Will I offer it to them all, or build from a single (in-house) location?
- How much - if any - will the weekly player/team fee by?
- What game(s) will be played?
- How many players on each team?
- How many weeks will teams compete?
- How many games will be played each week (match)?
- What rules will the league play by? And are national rules available?
- How will I collect fees and scoresheets from teams each week? Pick up, drop off points or mail?
- How will I distribute the statistical results to the teams? Captains and host location(s) only? Or all player and host location(s)?
- Will this league be handicapped, classified, capped or open to all skill levels?
- How will prize monies be divided?
- Will there be trophies? If so, how many places will receive trophies? Will there be individual trophies for team members and/or sponsors? Will there be awards for individual achievements?
- How will I advertise and promote this league? Promotions, tournaments, flyers, posters, word of mouth and/or newsletters etc?
- How will I track and compute league statistics, create schedules and prepare reports?
- Will there be sponsor fee charges to the location to help offset the cost incurred for administration.

The answers to these questions will be the foundation of your league policies and procedures

manual. This information will also be used to develop or select the league materials you will use to conduct a successful league program.

Here is a materials checklist...

- Sign up posters
- Flyers
- Team rosters
- Collection envelopes
- Scoresheets
- Rules/Rule Books
- Policy/Procedure Manual

- Computer
- League Management Software
- Ledger Sheet
- Tournament bracket charts

### MARKETING: THE START-UP BASICS

It is important that you meet with location owners and staff to explain the benefits of league activities. Get them involved in recruiting the players/teams for the league.

- Distribute your flyers and posters to the location(s) involved. Make sure they are hung in a prominent place near equipment used in your league. Hang them yourself if necessary.
- Visit the locations you have selected in the evening when your prospective league members are out player pool, darts, foosball or whatever game you are forming leagues for. Talk to the players and invite them to become a Team Captain and gather their friends for a night of fun in your league.

- Create promotions to bring players to the location(s) you have selected on the night your league will play. Consider blind draws or giveaways for the customers who express interest and leave you with their name and address for follow-up contact.

- Contact your local beer, wine and liquor wholesale (distributor) to see if they will support your efforts with some of the items that you give away (ie beer tins, hats, shirts, mirrors etc).

- Schedule your Team captains meeting on the same night of the week your league will play and invite all of the team members to attend. If your league will play in several locations be sure to choose a site that will accommodate the meeting.

League "functions" such as your meetings, banquets and tournaments/championship events will be important to your customers (locations) as a source of additional revenues. Be sure to spread these around and plan events to be at locations that are well-suited to the event. This meeting would also be a good opportunity to conduct a tournament or promotion with the players present.

# TECHNICAL UPDATE

## SUBJECT

Sunrise Credit Board - Skilltester application

## PROBLEM

### Occasional loss of one credit.

A problem exists with all Sunrise credit boards produced since the first in 1989, until batch no. 9608 produced in February 1996. The problem has been corrected in boards for batch no. 9609 onward.

When the credit board was holding multiple credits, and the Skilltester was delivered a credit pulse for the next play, sometimes a second pulse would follow, with two credits being decremented from the LED display. The Skilltester is able to accept only one credit per game, the second credit was lost. The cause was found to be a random combination of conditions within the credit board, and the loss of credit was found to be around 3%, for multi-credit play sessions.

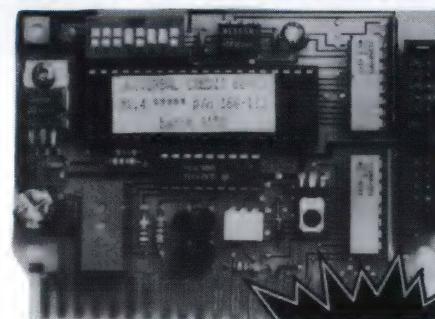
## SOLUTION

For all Skilltester machines using credit boards carrying a batch code number 9608 or lower, the credit board should be replaced with a newer board from batch 9609 or later (the batch code is located on the label affixed to the microprocessor IC). The "old" credit board can then be re-used in any other application. The problem only affects its use in Skilltester mode.

## NOTE

The late model Skilltester, with neon sign, was built with an updated control system, and did not include a credit board. If a credit board has been later fitted to a "neon" Skilltester, it will be operating in standard "video game" mode, and the problem outlined above will not apply.

## UNIVERSAL CREDIT BOARD



**Price Slashed Definitely this month only**

## WILLIAMS JOHNNY MNEMONIC BLOWING FUSES PROBLEM

Fuses 104 and / or 105 blowing

## CAUSE

Wires to data glove not correctly dressed.

## SYMPTOM

Fuse 104 and / or fuse 105 blowing on some Johnny Mnemonic pinballs. This is caused by the wire harness not being correctly dressed, and thus the wires snag and short to the metal frame.

## SOLUTION

Correctly dress the wires to the data glove.

- Dress wires clear of bearing bracket. Check motion after dressing.
- DO NOT dress wires so that they go over the bracket. When carriage moves back wires may be cut.

## BEAM ME UP!

Paramount Parks and the Las Vegas Hilton have recently announced the ground-breaking of Star Trek: The Experience at the Las Vegas Hilton. This first-of-its-kind Star Trek themed attraction promises to "boldly go where no entertainment experience has gone before." The Las Vegas Hilton will host an experience that brings to life the future as popularised by one of the most renowned television properties - Star Trek.

The \$NZ74 million joint venture incorporates a variety of entertainment elements including a simulator ride, state-of-the-art computer games interactive video and virtual reality stations, retail shops, and a themed restaurant and lounge. Guests will see, feel, touch, and live what it is like to be a Starfleet crew members as The Experience takes them on an intergalactic journey. The attraction is

scheduled to open in spring 1997.

Conceptualised by Paramount Parks, and under the guidance of the Paramount Television Group and the creators of Star Trek, the attraction represents a new era of interactive entertainment. Both Paramount Parks and the Paramount Television Group are units of Viacom Inc.



## GAME ANGER STAYS ON SCREEN-AUSTRALIA

Violent computer games do not make game players more aggressive, new research has found.

But aggressive content in films is seen to have a far greater impact on behaviour.

Attorney-General Daryl Williams said yesterday the research found computer and arcade game players were more concerned with beating a fantasy enemy than aggressive content in games.

Mr Williams revealed the findings during a meeting of State and Federal Attorneys-General.

The study also found younger people tended to play less aggressive games and males were more likely to be players than females.

"Players claim the focus of the game is not the aggressive content but the challenge, competition and scoring and skill of the game," Mr Williams said.

"The game players are more likely to

be concerned with beating a fantasy enemy than with that aggressive content.

"In other words, they are playing to win, not to satisfy some aggressive feelings within their mind."

The study by Key Research is the first of its kind commissioned in Australia.

It was conducted using focus groups in Western Australia and New South Wales.

Chief censor John Dickie said the study was well ahead of any other world research.

"Research of this kind is invaluable to classifiers," said Mr Dickie, who is the director of the Office of Film and Literature Classification.

"It helps to strip away some of the preconceptions and about this new technology and allows us to make an accurate assessment for classification purposes."

Daily Telegraph, September 30 1995, Australia.



**JALECO**

# SPIDER STOMPIN'

Step up to Profits!!!

**A PROVEN WINNER!!!**  
**THE CHARTS SAY IT ALL!!!**  
**REPLAY PLAYERS CHOICE**  
**No 1 Spider Stompin'**  
**JALECO**

**\$\$\$\$\$**

Dimensions - 57" Deep 41" Wide 66" Tall

BUILT IN NZ TO OUR DEMANDING SPECIFICATIONS

LARGE L.E.D. SCORE DISPLAY

STOMPS: 100 MISSES: 100 PERCENT: 100 % CREDITS: [ ]

NON WORD SCORE DISPLAY

SPECIAL NON SKID SURFACE

STOMP ON SPIDER TARGETS WHEN LIT

**JALECO**

Spider Stompin' © 1994  
Copied by Island Design, Inc.  
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THE MONTH A PISTOL-PACKING ON TEST TEAM GAVE BOTH BARRELS TO NAMCO'S LATEST SHOOTING GAME

TIME CRISIS. BUT WOULD IT HIT THE TARGET, OR WOULD AB EUROPE'S FINEST GIVE IT THE BULLET?

ONLY TIME WOULD TELL.

Time Crisis is the latest dedicated release from the Namco stable. The game follows heavily on the heels of last year's shooting success, Point Blank, and uses the same recoil action pistol pioneered in its predecessor. Players adopt the role of a maverick gun-toting hero who must battle through three levels of foes to rescue his girlfriend. At the end of each level, there is a boss character which must be defeated before players can continue. The game also incorporates a unique pedal mechanism which, when released, allows players to duck into cover and reload.

**THE PLAYERS VERDICT**

DAVID - AGE 19

A hardcore gamer. Visits arcades frequently and hunts down the new releases. Enjoys player fighting games both in arcades and on his Super Nintendo system at home.

I must point out to begin with that I'm not a great fan gun games. Lethal Enforcers never really grabbed my imagination, Virtua Cop left me cold and I don't think I ever played one of the laser disc systems.

But there is one shooting game that I love and that's Point Blank. So I guess I was always going to be a touch biased in that both Point Blank and Time Crisis use the same excellent gun.

And that's one of the more minor reasons I think Time Crisis is a truly great game. The graphics are superb and the flow of the action from "scene" to "scene" is excellent. The attention to detail - not only in the shading of the polygons but also in the way the bad guys go down according to where they're shot - is also highly impressive.

And then of course you have the duck back pedal - what a brilliant idea. This gives what had become a pretty tired game format a whole new lease of life, and for once a video game can truly claim that it has a

unique feature.

My one and only complaint is that at \$NZ2 a play it's exceptionally expensive, and it cost me \$NZ15 just completing the first level. However, given the option of playing the game in deluxe format or upright cabinet, which may have a cheaper price-per-play, I'd go for the deluxe every time.

CLAIRES - AGE 20

A rare female arcade player, whose favourite games include Virtua Fighter 2 and Point Blank. Also occasionally enjoys pinball and SWPs when in the pub with friends.

I like action-based gun games and have played most releases in this genre since I got hooked on Lethal Enforcer. But I must say I've been getting pretty bored with them of late, since none of the new games seem to have offered anything different.

Time Crisis, on the other hand, has taken a fresh approach to the format, and the addition of a feature whereby the player can take cover really makes this game stand out from the crowd. It's much more realistic and the game becomes more tactical because you have to think about when you're going to make your next move, plus the fact you're racing against time puts extra pressure on you not to be too cautious.

Graphically I thought the game was impressive - very clear and fluid - and I liked some of the different perspectives used, to the extent that when the hook was sliding toward me overhead I found that I was ducking in real life too!

Other aspects I liked were the fact you could seek out special targets in the gameplay and blow whole vehicles away, along with the kidnappers inside. What the game could have done with though was some power-ups, to give a variety of weapons. But I did find it incredibly easy to get through a lot of money playing it.

HELEN - AGE 19

An occasional arcade patron, but enjoys some serious video action while there. Recent favourites have included Killer Instinct and Sega Rally Championship.

I quite liked this game - it's another Lethal Enforcers-type piece and I was always a big fan of that particular game.

The pedal feature was good in that you didn't keep having to take your gun away from the screen to reload and this really made for generally a less clumsy game.

I also liked the fact that while reloading you were not vulnerable to enemy fire. I have to say though that it would be more fun if the game were for more than one player - and at \$2 a play, it was a little too expensive.



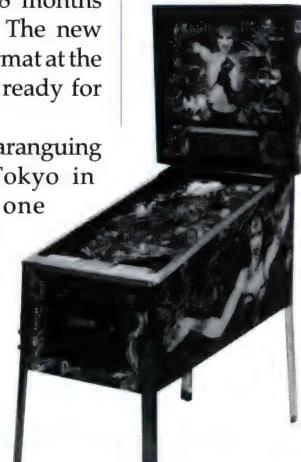
# USA NEWS

Rumours abound that Sega has been in talks with Capcom. It has been suggested that top management at Sega and Capcom Pinball are discussing a joint venture with a view to producing a pinball which would attempt to rival the leading games coming from Williams. If such a deal were to be struck then Sega could be manufacturing machines at the Capcom and Premier/Gottlieb factories in the US.

Taito of Japan, newly retired from the American and European scenes with the closure of its offices in each region, is understood to have suffered badly in the past year in Japan too. It is rumoured that the company lost \$NZ150 million half of which was in karaoke operations and the rest in games development. It was recently popularly speculated that the company would pull out of games production altogether, remaining purely as a game development organisation. Meanwhile, Grant Freerks is clearing up his London office preparatory to returning to Japan in May.

With the development of the new Virtua Fighter 3 video game with its one million polygons per second graphics technology, Sega reckons it is 18 months ahead of its nearest competitor. The new game, shown in demonstration format at the AOU Show in February, may be ready for JAMMA.

Jaleco in Japan came in for some haranguing during the AOU Show in Tokyo in February. Groups of what one presumes were former employees gathered outside the exhibition hall at Makuhari in a demonstration against the company for alleged union busting activities. Speeches were made from loud hailers to passing exhibition visitors and pamphlets handed out.



## HAPP'S NEW RECORDS

The United States' largest supplier of spare parts for the coin machine industry, Happ Controls, has reported a year in 1995 of outstanding success.

The company set new records in revenue, up 26 per cent, and pre-tax earnings up 359 per cent over the previous year.

The company, which serves the amusement, casino and vending industries, now has export sales to over 80 countries.

## QE2 SET FOR DISNEY

The QE2, arguably the world's most famous luxury liner, may soon become part of the Walt Disney empire.

A sale is imminent for Cunard, owner of the vessel which is the pride of Britain's merchant fleet.

Norwegian engineering-to-shipping giant Kvaerner is negotiating to buy Cunard's parent company, Trafalgar House, which made a record loss of \$NZ716 million in 1995, for \$NZ2 billion. Kvaerner is however only interested in the engineering and construction elements of Trafalgar and may sell off Cunard. A city expert close to the bid said Disney was firmly in the frame.

Disney is currently building two ships in Italy to enter the cruise market after a joint venture with Premier Cruise Line to offer Disney style holidays on its ships ended last year.

A spokesman for Disney said the company would make no comment on the QE2 at this stage.

employee may take this as a sign that you feel the job is easy.

Don't insult their intelligence by getting them to repeat what you've told them. There are other ways to check they have understood; "Did I mention the purchase order books - ?" or "I can't recall if I told you what to do with the copies from the purchase order books?" And if they reply "Yes, the top copy goes to the supplier and the green copy to our file," you know they've understood.

Build up their self confidence, don't let your impatience show even when you do feel impatient.

Decide on a date for your employee to assume the new responsibility and its duration.

Explain the purpose of the task and how it relates to the organisation's goal. Help them see the bigger picture and the consequences.

Give a detailed explanation of how the task is currently done.

Welcome any suggestions for the method to be improved. Let your employees find a better way of doing something, reward that effort, encourage it, don't block it or resent it or be jealous of it. Let them excel.

Give an explanation of resources or information available if they encounter problems.

Give a summary of problems encountered in the past and how they were handled.

Give an explanation of any unusual circumstances or problems that may arise in the future.

Give your employees the authority to do the task. You can limit the authority by saying "We can spend only this much". Let them know which decisions they can make and which ones should go to a higher level of authority.

Advise of any new reporting relationships and lines of communications involved with the new task.

Outline the type and frequency of feedback expected.

Let them know how their performance

will be evaluated.

Record the assignment you've given and dates of deadlines so you can track progress and keep in touch with your employee.

Delegate the objectives and results not the procedure. By forcing your own ideas on your employees you are repressing their creativity.

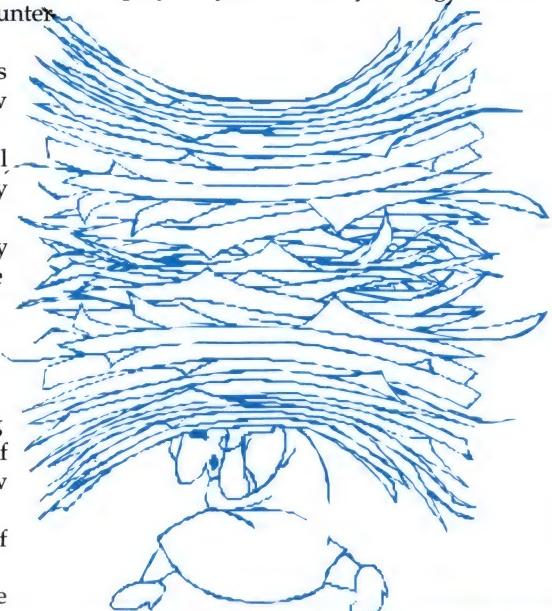
## LETTING GO

When you've assigned your assistant a task and you've outlined the points above - let go! Don't carry on by giving step by step instructions. Don't stand over their shoulder.

You will have to trust your subordinates with the task and not be tempted to take over. You may have to trade short-term errors for long-term results.

Review the results with your employee. When you are evaluating the results start with the positive, be honest but place emphasis on the good points.

Effective delegation is a vital part of successful business management and your skills in delegating will develop your employees, yourself and your organisation.



# ACCOUNTANT'S CORNER

## THE ART OF DELEGATION

This will be Mikes last article for us as I having purchased a new business he will soon be leaving. Good luck in you new endeavours and thank you for your contributions. Ed.

Being able to delegate successfully is a skill worth having and worth doing well.

In a business sense, delegation is one of the most important roles of your job; as a leader your job isn't "to do," it is to gain or accomplish things through your employees. Your time should be spent planning, organising, staffing, directing, controlling, innovating, training, and goal setting, and not on trivial jobs.

### WHY YOU SHOULD DELEGATE

Delegating relieves time-pressure from you. As a leader, the only outcome from your involvement with the action, rather than supervising, could well be high blood pressure or stomach ulcers.

Delegating provides your employees with an opportunity to expand their own skills in decision making and problem solving and encourages their creativity and initiative.

Delegation motivates your employees by helping them to become what they are capable of being.

Effective delegation forces you to spend time with your employees thus developing your interpersonal relationship.

Delegation helps set performance standards based on employee's accomplishments or results rather than purely on their activity.

### DELEGATING

Be specific with your assignments and don't rush your explanation. If you rush, your

delegation helps to increase results by releasing you from some of your activities. You will be able to step back and look at the bigger picture. You will be able to think outwards for the better of the company and not lose sight of the real goals.

Delegation develops an organisation by bringing out everyone's best talents. A manager is able to train their own replacements thus making their own advancement possible.

### WHAT SHOULD YOU DELEGATE?

Start by doing a complete job activity analysis. List all the activities you perform and the decisions you make. Take your time and list everything.

Note how often you do a task and how long it takes. Then not why you are doing it and ask yourself if it is a priority or a timewaster task? Ask yourself if someone who reports to you could be doing this task? Do they have the time and desire, and do you have the time and desire to teach it? Can they be trained by you? Not down the person or persons who you think should do the task.

Ensure you develop all people, not just the one person who is approachable and capable, as they'll soon become overloaded and ineffective and may quit. Make sure you are also delegating enjoyable and important tasks as well.

In May we will release the following products:

Congo - pinball  
Killer Instinct 2 - dedicated unit  
Time Crisis - dedicated  
Virtua Cop 2 - upright  
Dungeons & Dragons 2 -  
Shadow Over Mystara  
Tetris Plus pcbs

We currently have in stock at the time of print:

Area 51 kits  
Fighting Viper kits  
Point Blank kits

Neo-Geo Art of Fighting 3

Soul Edge pcbs  
Toshinden 2 pcbs - Capcom  
Alpine Racer 50" and 60"  
Street Fighter Alpha "A" & "B"  
Cruisin' USA twin dedicated  
Neo-Geo one and two slot kits  
Air Hockey - standard and deluxe

### AUCKLAND

The last week in March saw the opening of the Fat Ladies Arms in Lake Road Takapuna. The latest addition



### "ASK ABOUT OUR FINANCE OPTIONS"

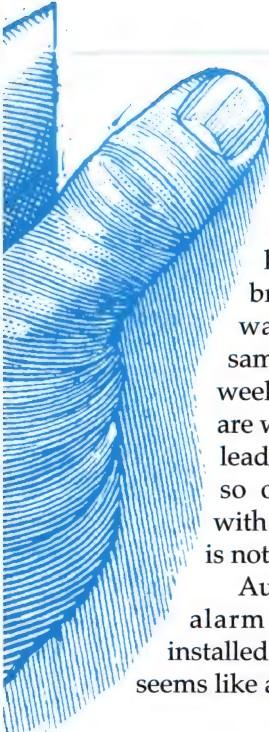
**Auckland/Northland:** Bevin Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250  
**Central:** Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Pg 0508 888-777 Fax 07 346-3784  
**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 569-9107  
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to the Fat Ladies Arms stable of successful locations adds a new dimension to the range of entertainment available on Auckland's North Shore.

The Harrahs Sky Tower is currently 209 metres (686 feet) above road level and is starting to grow out. Construction of the upper tower development has begun and will see the 32 metre (105) diameter restaurant deck topped with a 40 metre (131 foot) diameter observation deck. All this is supported on a 12 metre (40 foot) diameter column!!

TimeOut Leisure staff enjoyed a social night Friday last at Kenny's Bar & Grill in Takapuna. The evening comprised hearty fare and plenty of liquid refreshments to wash it down with. A good time was had by all who could remember attending.

Break ins continue with larger padlocks and brackets not up to the



organised approach burglars are taking these days. New machines are being targeted and in one location over the school break a different machine was broken into on the same location each day for a week. The Auckland police are working on some strong leads but it appears they are so overworked that even with good leads the industry is not seen as a priority.

Auckland coin has built an alarm system that can be installed in machines and this seems like a better bet long term.

## WELLINGTON

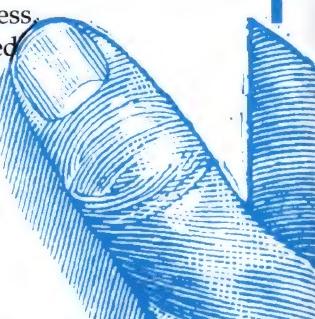
Lower Hutt has recently been subjected to some healthy improvements to the lower south end shopping area with new brick pavements being put down on both sides of the street. This was finished just before the holidays started and has improved the look of the TimeOut arcade down that end of town. Thanks to the Hutt City Council for doing such a good job and at night.

We recently received a new game for our Neo Geo system developed by Data East called Magical Drop II. This interesting game is a puzzle

one of course and is proving quite popular. It features two game modes, number one is puzzle mode where you have to clear as many balloons as possible with speed increasing all the time. Its second mode is a story where you can select one of seven characters and play against the CPU or opponent, in this mode the player who clears the required number of balloons wins. Player can also win by filling up opponent's screen with balloons. This game should fit in well in the New Zealand market competing with Puzzle Bobble especially in busy arcades.

After many years in the industry Ralf Taigel from Automatic Enterprises has sold his business (incorporating Juke boxes, pinballs and pool tables) and decided to retire. Craig Whale from Advanced Automatics (NZ agent for NSM Juke boxes) now has the largest Jukebox round in Wellington with the addition of Ralf's business and is reported to be very pleased with his new acquisition.

Welcome to Ray and Petra Cook of Capital Coin who have recently entered the business. They have purchased a small round from Spactec Coin and are looking to add new pieces to this core.



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# CREATIVITY DISNEY

This year's ACME Show took advantage of the nearby Disney organisation's expertise to offer three special seminars: Management, Service and Creativity ... Disney Style. During the third seminar in the series, Teri Yanovitch, the perky instructor from Disney University Professional Development Programs, talked for 90 minutes to an ACME audience of amusement machine pros about creativity ... without ever quite defining the term. If it seemed her talk was really about something else, it was. "Creativity, Disney Style" means establishing a corporate environment where good, creative ideas are likely to pop up, and are welcomed when they do.

Of course, the classic definition of creativity is "combining familiar elements in a new and better way." But you probably cannot explain the creative process of getting inspiration in a way that translates into solid advice for running your business. So, Teri intentionally stayed away from giving such a solid definition. Instead, she focused her talk on the importance of structuring a business environment that fosters creativity. After all, it's not good coming up with ingenious ideas if the boss, or the staff, or the corporate culture isn't ready to hear them.

Creativity in business, said Teri, is fostered by proper leadership, teamwork and planning. She talked about Walt Disney's personal style of "leadership by folklore," where the leader's role is to discover a vision of what the company could do, then communicate that vision by telling stories. Thirty years after Walt's death, the company is still repeating many of the same stories he told, in addition to stories about him, and running priceless video and audio clips of Disney himself to keep the "folklore" alive.

Teamwork, according to the Disney folks, does not mean a bunch of smoothly coordinated robots who harmoniously follow orders. If you value creativity, then teamwork must be sought through the synergy of encouraging a productive mix of views, personalities, talents and ideas. According to Disney, creative teamwork means seeing differences as valuable, not as problematic. It means getting energy and insight from the

"dynamic tension" of varied points of view.

Good planning, said Teri, includes having methods set up to take full advantage of creative ideas and properties once they are discovered and adopted. The Disney people squeeze every last dime out of their intellectual properties by pushing them into various media, spinoffs, merchandising, etc. Planning comes in when the company sets up the machinery to do all this in advance, no matter what creative property may get the treatment.

Traits of Disney leaders, Teri explained, include the following. Leaders should take risks without looking for guaranteed outcomes. They should hold onto childlike qualities of wonder and imagination. They should show an "iron fist" in terms of discipline and high standards for the company's internal staff; yet show a "velvet glove" of courtesy and hospitality to guests and customers. Leaders should be visionary enough to conceive a "big picture" of exciting new directions, projects and ideas. Leaders should motivate staff to feel personal pride and participation in corporate goals and strategies. And finally, leaders should practice "management by wandering around" ... that is, the boss must simply allow himself to visit all parts of the company at random, and to see and experience what the customers see and experience, in order to keep in touch with the reality of how management policies are actually being executed "in the trenches."

Teri made the point that good ideas are the fuel of creativity ... but management doesn't have to create all ideas itself. Good ideas can and do come from anywhere. Therefore, management's job is to foster a receptive environment which ensures good new ideas are heard, recognised, accepted, refined, tested and executed in the most beneficial way.

The session ended with a video clip of Disney's super-successful CEO, Michael Eisner, addressing a young people's leadership conference. He told his audience that there is no risk-free business strategy. "As long as you stay within

accepted parameters, you're safe for a short time," he said. "But eventually the competition will pass you by ... (on the other hand) when you are pushing the envelope, you are always at risk to crash and burn."



# SPECIALS

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## END OF STROKE SWITCH

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PART #03-7811

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## OVER/UNDER DOOR

(EXCLUDING  
COIN MECHS)



## FEATURES

- Sturdy one-piece frame of die cast aluminium
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- Exclusive reject button design
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- Fitted with full metal cash box enclosure
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- Industry standard mounting dimensions
- AMOA standard locks

TIME OUT

TIME OUT

TIME OUT

TIME OUT

TIME OUT

Tony Focus has recently sold 50% of his business to new partner Ron Newth and established a new business called "Antron Amusements". Ron was involved in our industry in the 80s and was the owner of the Wellington arcade "Cyrstal City" which is still trading well today.

## SOUTH ISLAND

A number of enquiries from new customers has surprised the sales department at Coin Cascade. Areas with populations of only 12,000 are setting up centres and new drivers seem to be appearing everywhere.

## CHRISTCHURCH

Goodbye to our senior accountant (old guy) Mike Stringer who has decided the only way to really earn the doe is to branch out and buy interests in a bakery and get you staff to make the "doe" themselves. After four years in the industry and a lot of input into Coin Cascade we wish him well in his endeavours.

Good to see Tony Phillip from Style Rides is back on his feet. After his horrendous accident while on holiday

in Australia where a broken boom on a sight seeing yacht caught him fully in the face he is looking almost normal. Apparently his nose will never work again because there is no bone left to attach anything to. A good thing you are already married Tony and it appears that the silver lining will be that his settlement from the Australian firm is expected to be "significant".

Matthew Gilligan has decided to develop a comprehensive round of drivers in the South Island. It appears that he is very happy to date with the returns from these.

## OMARU

Rodger Wilson has decided to continue with his holiday and now intends to live permanently in sunny Nelson and to commute weekly to keep his Omaru round in order. A pity you cannot get travel miles for internal flights Rodger.

## INVERCARGILL

It seems that the Multi-plex here will soon be adding a new theatre as demand still seems to be in excess of current capacity.



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TIME OUT

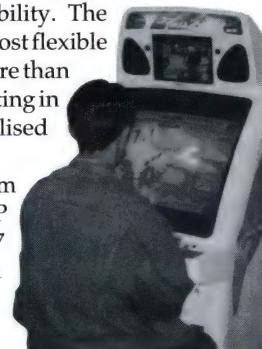
# RAISING THE STANDARDS

## WHAT OPTIONS DO MODERN-DAY PCB OPERATORS HAVE IN TODAY'S MARKET-PLACE?

**W**ith the move away from the JAMMA standard, operators who still see money to be made out of Upright Cabinets must now choose from a range of systems specific to individual manufacturers. These are the platforms now fighting it out in a bid to claim the lion's share of the remaining market.

**S**NK - Neo Geo MV-1FZ (Multi Video). Since launching the system in 1990, SNK has supported its Neo Geo product with a consistent flow of games, with the more recent Multi Video 4 and 8 game cartridge alternatives maximising profitability. The Neo Geo is still perceived as the most flexible choice on the market and with more than 60 titles is seen to be suitable for siting in arcades, FECs, and more generalised leisure facilities.

**C**apcom - CPSII (Capcom Custom IC system). The CP System was introduced in 1987 and in its latest guise has taken the idea of a counterfeit-proof standard a step further. As a plug-in sub-board system with changeable cassettes, Capcom aims to have created the kind of product that will weather the changes in player's tastes.



**N**amco - System 11. The battle between this system and Sega's ST-V closely mirrors the one seen years ago between Namco's Multiplay Choice 10 and Sega's Mega Play. The driving force behind Namco's latest venture is in fact Sony's PlayStation, and both Konami and Capcom also harbour plans to apply this technology in products for the URC sector. It is hoped that the PlayStation's stunning 3D technology will lend these new systems enough clout to compete on real terms with the larger arcade pieces.

**S**ega-ST-V (Sega Titan-Video System). This motherboard system offers Sega's 32-bit consumer architecture in a cabinet-based

package. Sega now appears to be placing increasing emphasis on strong software releases to sharpen the competitive edge of both its consumer and coin-operated divisions.

**T**aito - F3 Package System. Taito continues to take an interest in the URC market, but the company has been slow to fully support its own standard and has in fact been most active in providing software for SNK's Neo Geo platform. However, Taito did recently move things on a step by converting a version of Puzzle Bobble onto its own F3 system following the game's success on the Neo Geo.

**J**aleco - Megasystem 32. This can best be described as a tentative step made by a once leading amusement manufacturing towards establishing its own "piggy-bay" cassette system. This product does not represent a new JAMMA platform and is more a way of encouraging operators to stay loyal to a single solution.

**K**onami - Quadro Games Jumbo. As is the case with Jaleco, no further releases for Konami's platform have been seen in 1995/96 and interest in the product has consequently dwindled. Konami, along with Capcom, has shown interest in using Sony's PlayStation

technology as the driving force behind its future systems and is also reported to have signed up for Matsushita's M2 board, so the market may soon see a version of the Quadro with CGI graphics.

**S**eibu - SPI-Systemboard. This is a new system which at present has just two game releases and offers a more noticeably Japanese flavour than other platforms currently available.

**D**ata East - MLC System. This is the most recent addition to the ranks of new systems vying for the crown once worn by the original JAMMA standard. With the product currently on limited release only, Data East is hoping to follow Capcom's success with games based on comic book characters its first release being Avengers in Galactic Storm.

# BITS

## JAPANESE GAME MACHINE

### CONVERSION GAMES

1. Sega "Virtua Fighter 2"
2. SNK "Real Bout"
3. Sega "Virtua Fighter 2"
4. Vid.Sys. "Mahjong Final ..."
5. Namco "Tekken 2"
6. Capcom "D & D"
7. Namco "Soul Edge"
8. Sega "Fighting Vipers"
9. Sega "Virtua Striker"
10. Taito "Puzzle Bobble 2"

### DEDICATED GAMES

1. Sega "Virtual On"
2. Namco "Alpine Racer"
3. Sega "Virtua Cop 2"
4. Namco "Dirt Dash"
5. Sega "Virtua Fighter 2"
6. Namco "Rave Racer"
7. Sega "Manx TT"
8. Sega "Rally Championship"
9. Namco "Rave Racer"
10. Namco "Point Blank"

### PINBALLS

1. Midway "Addams Family"
2. Williams "No Fear"
3. D.East "Frankenstein"
4. D.East "Jurassic Park"
5. D.East "Lethal Weapon 3"



## AMERICAN TOP 60 VIDEO & PINBALL

1. Namco "Soul Edge"
2. Namco "Alpine Racer"
3. Sega "Daytona USA"
4. Midway "Cruisin' USA"
5. TWI "Area 51"
6. Sega "Virtua Cop 2"
7. Sega "Sega Rally"
8. Midway "Killer Instinct 2"
9. Namco "Tekken 2"
10. Micro "Magical Touch"
11. Namco "Cyber Cycle"
12. Merit "Megatouch"
13. Capcom "Marvel Super Heroes"
14. Midway "MK3 Ultimate"
15. Dynamo "Solitaire Challenge"
16. Namco "Lucky & Wild"
17. Incred.Tech. "Golden Tee 3D Gold"
18. Bally "Addams Family"
19. Bally "Theatre of Magic"
20. Sega "Virtua Cop"
21. Sega "Outrunners"
22. Sega "Indy 500"
23. Kaneko "Gal's Panic 2"
24. Sega "Virtua Fighter 2"
25. Namco "Point Blank"
26. Sega "Apollo 13"
27. Bally "Who Dunnit"
28. Namco "Ridge Racer 2"
29. Namco "Suzuka 8 Hours 2"
30. Midway "Killer Instinct"
31. TWI "Cops"
32. Fabtek "Viper Phase 1"
33. Williams "Jack Bot"
34. Williams "Star Trek TNG"
35. Midway "Mortal Kombat 3"
36. Bally "World Cup Soccer"
37. Sega "Fighting Vipers"
38. Namco "Tekken"
39. Midway "Open Ice"
40. Williams "Roadshow"
41. McO "Aero Fighters 2"
42. Konami "Lethal Enforcers 2"
43. Williams "Flintstones"
44. Taito "Bust-a-Move"
45. Konami "Lethal Enforcers"
46. Namco "Suzuka 8 Hours"
47. Fabtek "Raiden 2"
48. Williams "Demolition Man"
49. SNK "Super Sidekicks 3"
50. Bally "Indianapolis 500"
51. Capcom "Pinball Magic"
52. Dynamo "Solitaire Challenge"
53. Am.Sammy "Zombie Raid"
54. Williams "No Fear"
55. Sega "Virtua Fighter"
56. SNK "Samurai Shodown 3"
57. Sega "Batman Forever"
58. Am.Laser "Fast Draw"
59. Taito "Bust-a-Move Again"
60. Fabtek "Raiden DX"

# TIME OUT NEW ZEALAND

## CONVERSION GAMES

1. Capcom "SF Alpha"
2. Midway "Killer Instinct 2"
3. Cpacom "D&D 2"
4. Namco "Tekken 2"
5. Sega "Fighting Vipers"
6. Namco "Soul Edge"
7. SNK "Puzzle Bobble"
8. Taito "Puzzle Bobble 2"
9. Capcom "Marvel Super Hero"
10. Sega "Virtua Fighter 2"

## DEDICATED GAMES

1. Sega "Virtua Cop 2"
2. Namco "Alpine Racer"
3. Sega "Manx TT"
4. Sega "Sega Rally"
5. Sega "Daytona"
6. Namco "Cyber Cycles"
7. Namco "Ace Driver"
8. Midway "Cruisin' USA"
9. Sega "Desert Tank"
10. Atari "T-Mek"

## PINBALLS

1. Bally "Theatre of Magic"
2. Sega "Apollo 13"
3. Gottlieb "Mario Andretti"
4. Williams "Johnny Mnemonic"
5. Sega "Batman"

## BEST NEW PINBALLS

1. Who Dunnit
2. Congo



# TIMEZONE

## CONVERSION GAMES

1. Capcom "Street Fighter Zero 2"
2. Namco "Point Blank"
3. Midway "Killer Instinct 2"
4. Sega "Virtua Striker"
5. Capcom "Dungeons & Dragons"
6. Namco "Soul Edge"
7. Namco "Tekken 2"
8. Midway "Mortal Kombat Ultimate"
9. SNK "Turf Master"
10. Sega "Virtua Fighter 2"

## DEDICATED GAMES

1. Sega "Virtua On"
2. Namco "Manx TT 50 DX"
3. Namco "Alpine Racer"
4. Sega "Virtua Cop 2 DX"
5. Konami "Crypt Killer"
6. Sega "Rally Championship"
7. Sega "Daytona USA Twin"
8. Sega "Fighting Vipers"
9. Jaleco "PK Soccer"
10. Namco "Rave Racer"

## PINBALLS

1. Bally "Attack From Mars"
2. Williams "Johnny Mnemonic"
3. Williams "Congo"
4. Bally "Who Dunnit"
5. Bally "Indy 500"
6. Bally "Theatre of Magic"
7. Bally "No Fear"
8. Williams "Jackbot"
9. Williams "Dirty Harry"
10. Sega "Baywatch"

## PRIZE REDEMPTION

1. Jaleco "Spider Stompin"
2. LAI "Ticket Tickats"
3. ICE "Cyclone"
4. Namco "Whac A Croc"
5. LAI "Stadium Basketball"



# PLAYMETER

## DEDICATED GAMES

	LONGEVITY POINTS
1. Namco "Alpine Racer"	236
2. Sega "Daytona USA"	1128
3. Midway "Cruisin' USA"	989
4. TWi "Area 51"	219
5. Sega "Virtua Cop 2"	209
6. Sega "Rally Championship"	245
7. Midway "Killer Instinct 2"	53
8. Namco "Cyber Cycles"	301
9. Dynamo "Solitaire Challenge"	874
10. Namco "Lucky & Wild"	1037

## CONVERSION GAMES

1. Namco "Soul Edge"	60
2. Namco "Tekken 2"	339
3. Micro "Magical Touch"	104
4. Merit "Megatouch"	313
5. Capcom "Marvel Super Heroes"	187
6. Midway "MK3 Ultimate"	214
7. Incred.Tech "Golden Tee 3D Golf"	181
8. Kaneko "Gal's Panic II"	374
9. Fabtek "Viper Phase 1"	134
10. Midway "Mortal Kombat 3"	556

## PINBALLS

1. Bally "Addams Family"	2645
2. Bally "Theatre of Magic"	571
3. Sega "Apollo 13"	117
4. Bally "Who Dunnit"	80
5. Williams "Jackbot"	85
6. Williams "Star Trek: TNG"	1342
7. Bally "World Cup Soccer"	803
8. Williams "Road Show"	590
9. Williams "Flintstones"	329
10. Williams "Demolition Man"	554

## REDEMPTION

1. Bromely "Colorama"	
2. Planet Earth "Dinoworld"	
3. ICE "Cyclone"	
4. Coastal "Jungle Jive"	
5. Planet Earth "Flingshot"	

# AUCKLAND SCENE

No Auckland Scene last month, a bit late with the copy. So, on to Autumn then! I recently invested in this years winter wardrobe, here we go again, heaters, electric blankets, soup, can't wait! Time certainly fly's when your in this fast paced industry.

Excellent to see a multitude of new games arriving on the scene. Arrivals include the impressive Manx TT, Segas new motorbike simulator, Time Crisis an exciting new gun game, numerous top fighting games and a hard to keep track of, regular flow of pinballs. I can't keep up with all these new games. I have become a little concerned that the competition crew are consistently beating me on various games. My supremacy on the air hockey table is now in dire danger, it's a bit of a worry!

We have just wound up another successful school holiday promotion. The competition crew continued to inform and entertain the customers. Thanks to our sponsors we rewarded competitors for their skill with Peanut Slabs, cans of Coke, Village 8 movie passes, Sony merchandise, Video Ezy vouchers, the list goes on. Thanks to all involved.

A couple of months ago I enjoyed a fishing trip on Maarten's (Auckland Coin Machines) very impressive, all the comforts of home new launch, which made this ole city

slicker fee right at home. No TV though! A big thanks to Maarten for the opportunity. It's a great way of relaxing (oh yeah, we caught some fish to!). Maarten recently hooked the big one a 123kg Marlin, an impressive catch. Needless to say the man is over the moon.

As if my articles hard enough to follow, excessively boring and one sided, I see in the March issue a couple of misprints occurred making it even harder to nut out what I was going on about. The following sentence read as if Hamish from Christchurch won the TimeOut Rally champs, fat chance, nice try Logan. The sentence should have read....

Hamish led the way with an excellent time of 3:18 on championship mode, but then Jason showed his supremacy over the next three rounds (two races on Desert, three races on Forest and 2 races on mountain) picking up the NZTRSC title.

The other, "A1 New Zealand Feel", made me laugh as I was referring to the colour/ decor of the casino, as in "Air New Zealand Teal" not that it was A1 mate! Speaking of the casino I enjoyed a buffet dinner there recently. I am pleased to report that it was excellent, with a large range of food and lots of yummy puddies. Make sure you check it out.



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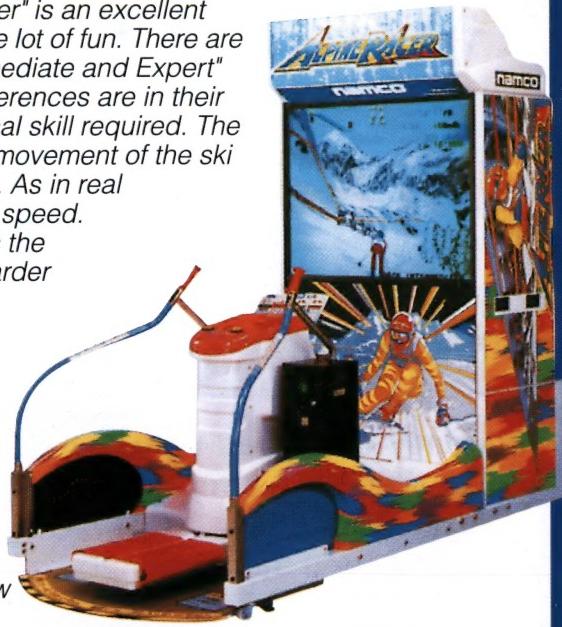
# ALPINE RACER

Without doubt, the hit game "Alpine Racer" is an excellent simulation of the skiing sport and a whole lot of fun. There are three choices of ski runs "Novice, Intermediate and Expert" plus two selectable views. The main differences are in their overall length and the amount of technical skill required. The player's skier on the screen mimics the movement of the ski steps as the player swings left and right. As in real skiing, frequent turning results in slower speed.

The ski steps also pivot allowing players the ability to apply additional "edging" for harder quicker turns.

Namco's super system 22 hardware delivers outstanding realistic 3D polygon graphics and the game is featured in a huge 50" monitor together with a highly sophisticated and durable set of controls. "Alpine Racer" appeals to skiers and non skier alike. The unit weighs 792 lbs and is 7'9" H x 4' 1 1/2" W and 7'6" D.

An ideal game for the NZ winter and now back in stock at your local agent.



This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

# Rave Racer



"Rave Racer" provides state of the art 3D polygon graphics, view changes, realistic reactive steering, eight player competitive gameplay and universal appeal. Courses provide both city and country racing environments and demand quick reflexes. Blinding, intense courses and powerful cars, "Rave Racer" has it all.

Available as a twin unit and in stock in June.

JALECO



This is it !!

MORE AND MORE PEOPLE AROUND THE WORLD ADDICTED TO TETRIS. NEWLY RELEASED TETRIS FROM JALECO. 32 BIT MEGA SYSTEM

TETRIS TM

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SEGA



キッズでも、マジで超スゴイ！超速い！超楽しい！  
バーチャファイター2を超えたスピード・バトルの「キッズ」登場！

Virtua Fighter バーチャファイター キッズ

ST-V  
SEGAVIDEO GAME SYSTEM

KIDS is a really cool, really speedy, really exciting new TV game !  
It's a speed battle game far better than Virtua Fighter 2 !

AM  
AM RAD DEPTUG

NY奪回作戦“OPERATION APPLE STORM”始動せよ。

The order on the “Operation Apple Storm,” the strategy for winning back New York City from a terrorist group, has been given.

攻撃ヘリvs武装テロリスト。自動追尾視点搭載の次世代ガンゲーム新登場！

A combat helicopter fights it out against an armed terrorist group. Gun Blade New York, a new next-generation gun game complete with an automatic homing function, now on sale.

ガンブレード ニューヨーク

# GUNBLADE

Special Air Assault Force

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

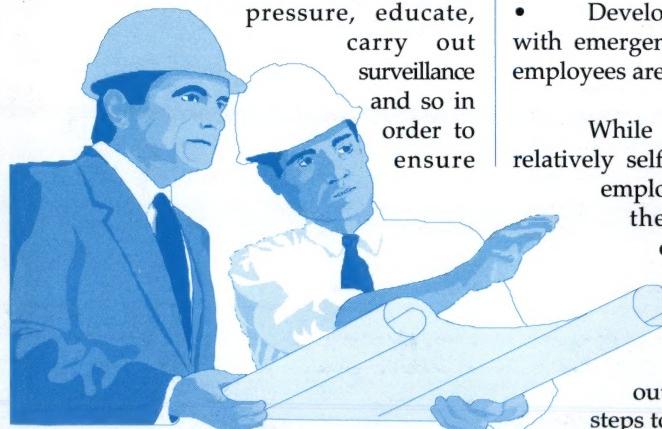
SEGA

NY

## HEALTH & SAFETY IN THE EMPLOYMENT ACT

The wide-ranging implications of the Health and Safety in Employment Act 1992 are now becoming apparent as a result of the large number of prosecutions being taken. What does it mean to us as employers?

- High standards are being imposed by the courts to ensure compliance with the statutory regime.
- The Act requires employers positively to seek out hazards and to eliminate or isolate them (or if that is not possible, to minimise them).
- Lack of care by an employee is not a defence for an employer.
- Notwithstanding that on the face of it an employer's attitude appears to be responsible, if an accident occurs the employer is "guilty."
- The Act applies not only to permanent employees but also to casual ones. Further, the standards are the same in relation to training, instruction and similar activities.
- Generally, being a responsible employer is not enough. An employer must continually apply pressure, educate, carry out surveillance and so on in order to ensure



that procedures which have been put in place are actually complied with.

- Employers are responsible not only for employees, but also for others who may come into the workplace such as children of employees (whether their parents are present or not).
- The courts will take a dim view of an accident if it could have been prevented through a relatively simple device.
- The courts will take an increasingly tough line in relation to successful prosecutions under the Act.

### OBLIGATIONS UNDER THE ACT INCLUDE:

- Providing and maintaining a safe working environment;
- Providing and maintaining facilities for the safety and health of employees at work;
- Ensuring all plant is designed, arranged and maintained so it is safe for employees;
- Ensuring employees are not exposed to hazards; and
- Developing procedures for dealing with emergencies which may arise while employees are at work.

While these obligations may seem relatively self-explanatory and any "good employer" would be likely to assume them, cases under the Act demonstrate that it is not sufficient for an employer to meet minimum standards and codes. Indeed, employers must actively seek out hazards and take all necessary steps to eliminate them.

## UNIVERSAL STUDIOS TO OPEN IN JAPAN

**M**CA Inc has announced an agreement with the city of Osaka, Japan, to build Universal Studios Japan, a \$NZ2.4 billion theme park. The company had previously announced a billion-dollar expansion of its Florida operation by opening a second theme park at Universal City Florida - Universal Islands of Adventure - and constructing the E-Zone, a retail, dining, and entertainment complex at the Orlando site.

This summer, Universal Studios Hollywood will open the \$NZ147 million attraction Jurassic Park - The Ride, and Universal Studios Florida will open its newest ride, Terminator 2.

Universal Studios Japan is projected to open in Spring 2001. The 140-acre park will contain rides, attractions, and shows, and is expected to receive 8 million visitors in its first year of operation.

## VIRTUALITY PROFITS PROVE VR NOW A HARD REALITY

**V**irtuality Group has announced a major turnaround in turnover and profits in the financial year ending 31 December 1995.

The company increased its turnover by 40 per cent, up to £12.78m from £9.13m while gross profits rose 73 per cent to £5.86m. An impressive second half to the year also reduced operating loss from the previous year's £1.4m to £0.57m.

During this time Virtuality's user base



expanded from 800 systems in 27 countries to some 1,250 across 41 countries. The company also increased its development expenditure from £1.56m in 1994 to £1.96m which enabled it to develop enhanced graphics.

However, chairman Dennis Ohrynn admitted expectations that the company's consumer virtual reality equipment would penetrate the home market during 1995 were "premature."

## WMS INDUSTRIES STEPS IN FOR ATARI ACQUISITION

**F**ollowing months of speculation US coin-op giant WMS Industries has announced it is to acquire Atari. The acquisition is scheduled to close in the next two months.

Parent company Time Warner Inc hired Wasserstein Perella Securities to find a buyer for the company at the start of the year and interested parties were thought to include the company's previous owner Nolan Bushnell, home software publisher Electronic Arts and recent coin-op entrant Acclaim.

No rights to the names Time Warner or Time Warner Interactive will be included in the transaction and for now Atari Games is believed to be remaining at its Milpitas, California headquarters.

A spokesman for Time Warner

Interactive stated that the companies were still evaluating skills and assets and that it would be some months before Atari's future role was fully established. Meanwhile, the company has six games scheduled for release this year, and that schedule is expected to be unchanged by the purchase.

The deal marks further expansion for WMS Industries which last year created redemption division Fun House Games and increased its interests in slot machine manufacturing.

Currently owned by multi-media giant Time Warner Inc, Atari had an unsettled 1995 with the departure of CEO Geoff Holmes and the cancellation of a European FEC project.